



June, 1967

## SAGE LABORATORIES, INC.

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Dear Sir:

Some time ago, you requested that your name be placed on our mailing list. By now, you have probably had occasion to form certain opinions regarding SageLabs. If you will kindly express your opinions by completing and returning this questionnaire, you will help us greatly to improve our products and services.

Thank you.

1. How do you rate SageLabs' custom engineering capability in the following?

Mixers	<input type="checkbox"/> Good	<input type="checkbox"/> Average	<input type="checkbox"/> Poor
Video Detectors (Diode Holders)	<input type="checkbox"/> Good	<input type="checkbox"/> Average	<input type="checkbox"/> Poor
Switches (electromechanical)	<input type="checkbox"/> Good	<input type="checkbox"/> Average	<input type="checkbox"/> Poor
Couplers	<input type="checkbox"/> Good	<input type="checkbox"/> Average	<input type="checkbox"/> Poor
Hybrids & Magic Tees	<input type="checkbox"/> Good	<input type="checkbox"/> Average	<input type="checkbox"/> Poor
Rotary Joints	<input type="checkbox"/> Good	<input type="checkbox"/> Average	<input type="checkbox"/> Poor
Filters	<input type="checkbox"/> Good	<input type="checkbox"/> Average	<input type="checkbox"/> Poor
Packages, Subsystems, etc.	<input type="checkbox"/> Good	<input type="checkbox"/> Average	<input type="checkbox"/> Poor

2. How do you rate SageLabs for design liaison?

☐ Good ☐ Average ☐ Poor

3. How do you rate SageLabs custom engineering prices?

☐ Low ☐ Average ☐ High

4. How do you compare SageLabs' catalog (production) component specs with competitors' specs in the following lines?

Mixers	<input type="checkbox"/> Above Average	<input type="checkbox"/> Average	<input type="checkbox"/> Below Average
Terminations	<input type="checkbox"/> Above Average	<input type="checkbox"/> Average	<input type="checkbox"/> Below Average
Attenuators	<input type="checkbox"/> Above Average	<input type="checkbox"/> Average	<input type="checkbox"/> Below Average
Switches (electromechanical)	<input type="checkbox"/> Above Average	<input type="checkbox"/> Average	<input type="checkbox"/> Below Average

(over please)

MICROWAVE ENGINEERING SPECIALISTS

- |                                    |                          |                  |                          |         |                          |               |
|------------------------------------|--------------------------|------------------|--------------------------|---------|--------------------------|---------------|
| Phase-Shifters                     | <input type="checkbox"/> | Above<br>Average | <input type="checkbox"/> | Average | <input type="checkbox"/> | Below Average |
| Couplers                           | <input type="checkbox"/> | Above<br>Average | <input type="checkbox"/> | Average | <input type="checkbox"/> | Below Average |
| Hybrids & Magic Tees               | <input type="checkbox"/> | Above<br>Average | <input type="checkbox"/> | Average | <input type="checkbox"/> | Below Average |
| Diode Holders<br>(Video Detectors) | <input type="checkbox"/> | Above<br>Average | <input type="checkbox"/> | Average | <input type="checkbox"/> | Below Average |
| Filters                            | <input type="checkbox"/> | Above<br>Average | <input type="checkbox"/> | Average | <input type="checkbox"/> | Below Average |
| Rotary Joints                      | <input type="checkbox"/> | Above<br>Average | <input type="checkbox"/> | Average | <input type="checkbox"/> | Below Average |
5. How do you compare SageLabs' catalog component deliveries with competition?
- ☐ Faster      ☐ Average      ☐ Slower
6. In general, how do you compare SageLabs' quality with competitors' quality?
- ☐ Above Average      ☐ Average      ☐ Below Average
7. How do you compare completeness of the test data shipped with our components, with test data shipped with competitive components?
- ☐ Above Average      ☐ Average      ☐ Below Average
8. How do you rate SageLabs' MICROFILE catalog in:
- |                        |                          |      |                          |         |                          |      |
|------------------------|--------------------------|------|--------------------------|---------|--------------------------|------|
| Convenience            | <input type="checkbox"/> | Good | <input type="checkbox"/> | Average | <input type="checkbox"/> | Poor |
| Completeness of Data   | <input type="checkbox"/> | Good | <input type="checkbox"/> | Average | <input type="checkbox"/> | Poor |
| Frequency of up-dating | <input type="checkbox"/> | Good | <input type="checkbox"/> | Average | <input type="checkbox"/> | Poor |
9. What do you consider to be the major weak link in system microwave components? \_\_\_\_\_
- \_\_\_\_\_

What improvements or new components do you think would strengthen this link? \_\_\_\_\_

\_\_\_\_\_

Thank you again for your help.

*W. J. Kennedy*

William J. Kennedy  
Vice-President of Marketing